

Stimulating foreign investment in Africa: a G8 priority

With the 2005 G8 Summit fast approaching, the participating leaders are preparing to focus on the challenges of Africa, one of the main themes that British Prime Minister Tony Blair has announced for this year's Summit, which he will host at Gleneagles, Perthshire, Scotland from July 6 to 8.

When Canada hosted the 2002 Summit in Kananaskis, Alberta, the leaders adopted the G8 Africa Action Plan as a framework for action in support of the *New Partnership for Africa's Development* (NEPAD). This year, G8 members will be required to report on the Plan's progress and to address commitments to further assist in the development of Africa.

In Kananaskis, one of Canada's commitments was the creation of the Canada Investment Fund for Africa (CIFA), an innovative public-private initiative to provide risk capital for investments in Africa, as part of the \$500 million Canada Fund for Africa. CIFA was officially launched on April 25, 2005, at a Canadian Council on Africa conference in Toronto, and answers the call for greater investment issued by African leaders in NEPAD.

This 10-year fund aims to channel at least \$200 million in new investments by leveraging a \$100 million contribution from the Canada Fund for Africa that will be matched on a 1:1 basis by third party investors. Its objective is to harness economic growth to benefit Africans through job creation, increased incomes, expanded infrastructure and better access to technologies.

"I believe that we have the potential here to make a great success of this," said International Trade Minister Jim Peterson at the launch. "The fund will serve as a prototype, not only for Canada's commitment to other regions of the world in terms of development, but also so other countries can look to this fund as a prototype for encour-

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Canadian success stories in African trade and investment

BOTSWANA > Virtual Wave: GPS tracking

More than two years ago, Virtual Wave Inc. was approached to look at accommodating the need for tracking vehicles in Botswana. The original contract was between Virtual Wave and BJM Insurance Company from Gaborone, Botswana, for 9,800 vehicle tracking units. Following on the heels of this success, Virtual Wave Botswana was established with the help of Canadian partners and it is now working with most of the insurance companies in Botswana. Today, Virtual Wave has a full installation centre and a call centre in Gaborone, and plans to expand to as many as seven other African countries within the next couple of years.

For more information, go to www.virtualwave.com.

CAMEROON > SeaQuest Technologies: marine information infrastructure

Last December, SeaQuest Cameroon SA, a subsidiary of SeaQuest Technologies of Rimouski, Quebec, signed a concession agreement with the Port Authority of Douala, Cameroun, to build and operate an Integrated Marine Information Infrastructure for a period of 10 years. The project consists of a \$30 million investment which will generate approximately \$175 million in revenue over the 10 years of operation. The Infrastructure

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TRADE NEWS

Apply for the 2005 Canada Export Awards

The nomination and application period for the 2005 Canada Export Awards is now under way. Since 1983, the Canada Export Awards have celebrated the initiatives and success of Canadian exporters in all sectors. These awards acknowledge the significant contribution exporters make to Canada's economy.

Who can apply?

Canadian firms that have been operational for at least three years and actively exporting for two years are eligible; companies must have shown an increase in their export sales over the past two fiscal years. In order to apply, companies must be registered as business clients with the Virtual Trade Commissioner (VTC), which can be done on-line at www.infoexport.gc.ca/ie-en/login.jsp. By registering for the VTC, companies can request services from over 800 trade commissioners in more than 140 offices abroad.



How to apply or nominate a company

If a company wishes to apply, the application form is available on the Canada Export Awards

Web site at www.infoexport.gc.ca/awards-

prix. The deadline for receipt of applications is **August 27, 2005**. Companies can also be nominated on-line—those who are nominated will be notified and ask to apply directly.

The 2005 winners and the Exporter of the Year will be honoured this coming fall at a gala presentation ceremony in Ottawa.

For more information, contact the Canada Export Awards program, e-mail: cea-peec@international.gc.ca.

Canada submits revised offer in WTO services negotiations

Aims to improve market access for services exporters

As part of the ongoing negotiations on the General Agreement on Trade in Services (GATS), the Government of Canada recently submitted Canada's revised GATS market access offer to the World Trade Organization (WTO). It outlines how Canada is prepared to open access to its markets in exchange for greater access to foreign markets for services.

"An agreement on GATS could help bring better-paying jobs to Canada while providing greater choice and lower costs to Canadian consumers," said International Trade Minister Jim Peterson.

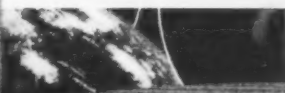
In its revised offer, Canada proposes improved market access in the following areas:

- accounting, engineering and legal services;
- financial services;

- courier services;
- tourism and related services;
- transport services;
- the temporary movement of business people;
- commercial presence; and
- exemptions to the "most favoured nation" principle.

Canada's participation in the ongoing GATS negotiations is key to improving international market access, transparency and predictability for Canadian service providers. In 2004, Canada exported more than \$62 billion in services. Increased market access through these negotiations will help increase opportunities for Canadian exporters.

For more information, go to: www.international.gc.ca/tna-nac/service-en.asp.



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EDITORIAL TEAM

Yen Le, Aaron Annable,
Jean-Philippe Dumas

WEB SITE

www.canadexport.gc.ca

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SUBSCRIPTIONS

Tel > (613) 992-7224
Fax > (613) 992-5791
canadexport@international.gc.ca

Return undeliverable Canadian addresses to:
CanadaExport (BCS)
125 Sussex Drive
Ottawa, ON K1A 0G2

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raging investment, promoting development, promoting economic growth and bringing excellent returns to investors."

Following an international competitive bidding process, CIFA will be managed by Cordiant Capital Inc., the prime Canadian emerging market asset manager, and Actis, a leading private equity investor in emerging markets. The investments will respect the

standards of social and ethical responsibility established by the international community and the Fund will operate in a commercially viable manner.

Launching the Canada Investment Fund for Africa is a key initiative of *Canada's International Policy Statement* and reaffirms Canada's commitment to spur private sector development in developing countries.

For more information on CIFA, go to www.cifafund.ca.
For more on Canada and the G8, go to www.g8.gc.ca.

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will enable the port to significantly increase its loading capacity as well as decrease waiting times and the time required to load and unload ships. It will also increase the security and efficiency of the port and provide the marine community with intelligent, real-time marine information, all the while reducing the port's operating costs. This project allows SeaQuest to consolidate its presence in Africa and continue its discussions with a number of other interested ports on the continent.

For more information, go to www.seaquest-tech.com.

CONGO > Aeronav Group: modernizing radio navigation

Aeronav is currently carrying out a major project to modernize radio navigation and radio communication equipment for the Democratic Republic of the Congo's (DRC) air traffic regulatory agency, the *Régie des Voies Aériennes*. In addition to the complete modernization of the N'Djili Airport control tower in Kinshasa, ground-to-air radio communication equipment will be installed on 14 airport platforms in the country, which will enable the *Régie* to control Congolese airspace according to International Civil Aviation Organisation standards, using the latest generation equipment.

Aeronav completed the first phase of the project in 2003-2004 and is currently implementing the second phase. The final phase will commence in the next few months and will be completed by mid-2006, with the total project valued at over \$36 million.

Aeronav Group is a world leader in the design, manufacture, integration and supply of air traffic control systems. In its Montreal facility, Aeronav manufactures fixed and mobile air traffic control towers and integrates radio communication systems for civil and military clientele worldwide.

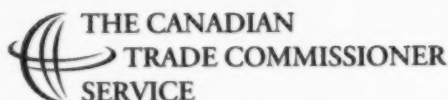
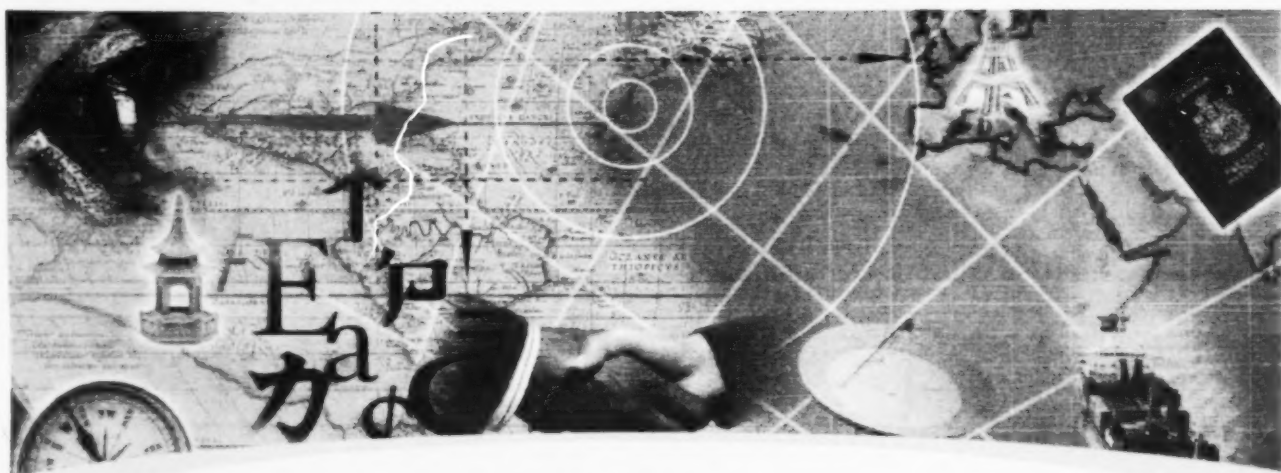
For more information, go to www.aeronav-intl.com.

MOZAMBIQUE > SaskTel: rural telephony

SaskTel International has been awarded a \$6.2 million contract by *Telecomunicacoes de Mozambique* to complete a rural network infrastructure project in the northern province of Tete. The project, one element of a two-part program worth over \$12 million, consists of the installation and commissioning of a microwave backbone, rural radio and external line plant in the region. It will provide initial and upgraded service for more than 175,000 square kilometres of Mozambique.

Over the past 11 years, SaskTel International has worked in East Africa to improve communications in the region, executing projects totalling more than \$58 million. The company has gained an international reputation for its expertise in rural telecom and ICT deployments for underserved areas. It has leveraged the knowledge and expertise of its parent, SaskTel, which built Community Net in Saskatchewan, one of the world's largest rural ICT networks.

For more information, go to www.sasktel-international.com.



THE CANADIAN
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11th Technology Summit and Technology Platform New Delhi, India, September 20-23, 2005

The Government of Canada invites you to participate in the 11th Technology Summit and Technology Platform, to be held in New Delhi, India, from September 20 to 23. The Summit is being organized by the Confederation of Indian Industry in collaboration with India's Department of Science and Technology.

For 2005, the Technology Summit has selected Canada as its partner country and will focus on developing science and technology linkages between India and Canada. This event represents a great opportunity for key representatives from industry, government, academia and research institutions to showcase Canadian innovation.

The following topics will be covered during the Summit: biotechnology, health research and medical devices; nanoscience and nanotechnology: the new revolution; sustainable, alternate energy and environment technologies; next generation information technologies: infotainment, wireless, rural connectivity; earth sciences and disaster management technologies; and "Ideas to Market: the Public-Private Partnership" (a workshop).

For more information and to register, please visit the Canadian Trade Commissioner Service Web site at www.infoexport.gc.ca/science or contact the officer responsible for your region:

Sofeene Villanueva, tel.: (613) 944-9477, fax: (613) 995-8669, e-mail: sofeene.villanueva@international.gc.ca

Carlos Vanderloo, tel.: (613) 944-0077, fax: (613) 995-8669 e-mail: carlos.vanderloo@international.gc.ca

Audrey Schreyer, tel.: (613) 996-3805, fax: (613) 995-8669, e-mail: audrey.schreyer@international.gc.ca

Karen Sleiman, tel.: (613) 996-8546, fax: (613) 995-8669, e-mail: karen.sleiman@international.gc.ca

Evélia Manac'h, tel.: (613) 995-9293, fax: (613) 995-8669, e-mail: evelia.manac'h@international.gc.ca



Log on to your Virtual Trade Commissioner to find out more about other trade missions and events taking place in Canada and in your target market.
www.infoexport.gc.ca

Major furniture and design event in Dubai

Dubai, U.A.E., November 28-December 2, 2005 > INDEX 2005. the 15th Middle East International Furniture, Interiors and Retail Design Exhibition, is one of the most prestigious events of its kind in the Middle East and Asia and one of the largest exhibitions for any industry in the Arabian Gulf.

To assist Canadian companies looking to tap into new markets, there will once again be a Canadian pavilion at INDEX (for the fifth consecutive year). Those interested in testing the market first-hand are invited to attend—it is an excellent meeting place for the furniture and interiors industry, visited by architects, interior designers, contractors, traders and private buyers from the Middle East and beyond.

The show, in its 15th year, will occupy ten halls at the Dubai International Exhibition Centre and is expected to include some 1,800 companies spanning 52 countries, taking part either independently or in national pavilions. About 30,000 visitors from the U.A.E. and neighbouring Gulf markets, including the Indian sub-continent, will attend.

The show profile includes:

- residential, commercial and institutional furniture;
- beds and bedding;
- carpets, rugs and flooring;

- upholstery and furnishing fabrics;
- curtains and window products;
- kitchens, bathrooms and ceramics;
- lighting, art, frames, mirrors and accessories;
- interior and retail design services;
- manufacturing machinery; and
- semi-furnished products and components.

With major construction developments currently under way, opportunities in the interiors and furniture sectors in the U.A.E. abound. Saudi Arabia and the U.A.E. represent three quarters of the total Gulf Cooperation Council (GCC) imports of furniture and interior products with Dubai accounting for 70%.

Don't miss the opportunity to take advantage of the benefits of participating in this event—see you at INDEX 2005!

For more information and to register, contact Venky Rao, Canadian show agent, tel.: (905) 896-7815, e-mail: indexdubai@rogers.com, Web site: www.dmgdubai.com. For more on market prospects and doing business in the U.A.E., contact Sanam Shahani, Trade Commissioner, Canadian Consulate in Dubai, e-mail: sanam.shahani@international.gc.ca, Web site: www.uae.gc.ca.

Canadian pavilion set for Big 5 construction industry show

Dubai, U.A.E., November 16-20, 2005 > The Canadian Consulate in Dubai will again be organizing a Canadian pavilion at **The Big 5**, the region's largest trade show for the building and construction and water technology industries, to be held at the Dubai International Exhibition Centre.

It is estimated that 28,000 trade visitors will attend this year's Big 5, where they will see over 1,350 exhibitors. These numbers have doubled over the past four years and more than 60% of the attendees are now from outside the U.A.E., from countries including Saudi Arabia, Kuwait, Oman, Qatar and Bahrain. Many also attend from the Commonwealth of Independent States, India, Egypt and Pakistan.

Big 5 product exhibition highlights will include building materials, water technology, air conditioning, glass & metal and cleaning & maintenance. These sectors are enjoying exceptional growth in the region, given its infrastructure development as well as the construction of massive new commercial, residential, leisure and institutional buildings.

As these markets import many of their required goods and services, Canadian suppliers are in demand. The Big 5 is an ideal venue to meet distributors from numerous countries, to develop new partnerships and to support existing ones. Many of Canada's leading architects and engineers have offices in the region.

Registration info

The cost of a furnished and equipped nine square-metre booth is \$5,400. Larger booths are also available and accommodation specials are currently being offered. The Canadian exhibitor package will include a briefing on the market, introductions to distributors and partners and a reception with local contacts sponsored by the Canadian Consulate. Don't delay—space in the Canadian pavilion at The Big 5 always sells out early.

For more information, contact, Terry Gain, Big 5 Agent in Canada, tel.: (416) 932-1173, e-mail: terry.gain@interlog.com, or Sanam Shahani, Canadian Consulate in Dubai, e-mail: sanam.shahani@international.gc.ca, Web site: www.dmgdubai.com.

Canada to participate in Japan's premier ICT exhibition

Tokyo, Japan, October 4-8, 2005 > A week-long program is being prepared for Canadians who want to participate in the Combined Exhibition of Advanced Technologies, or CEATEC 2005, Japan's premier exhibition for the information and communications technologies (ICT) industry. This initiative is being supported by the Canadian Embassy in Tokyo, in collaboration with International Trade Canada, Industry Canada, Ontario Exports Inc., ICT industry associations and provincial governments.

CEATEC is a huge world-class show and conference focusing on electronic components and devices, digital appliances, communications networks and related applications—areas where a large number of Japanese corporations are among the global industry leaders. The exhibition will also feature some special themes in 2005: radio frequency identification, microchips,

fuel cells for mobile appliances and electronics for intelligent transportation systems.

At the core of Canada's CEATEC 2005 program is the Canadian Pavilion, which will be ideally located near the center of the exhibition floor and cover an area of more than 90 square metres. Canadian companies interested in Japan's ICT sector and with objectives related to exports and licensing, applied research, product development, investment or partnering toward sales in other markets should take advantage of this low-cost, high-impact opportunity to promote their products at this important event.

For more information, contact Kojiro Ichikawa, Trade Commissioner, Canadian Embassy in Tokyo, tel.: (011-81-3) 5412-6200, e-mail: jpn.commerce@international.gc.ca, Web site: www.ceatec.com.

Government Procurement Conference of the Americas

Atlanta, Georgia (U.S.), October 31-November 2, 2005 > Looking for new export opportunities in the Americas? Attend the Government Procurement Conference of the Americas in Atlanta, where Canadian companies can learn more about how and what governments are purchasing. The Canadian Commercial Corporation, the U.S. General Services Administration and the Organization of American States are organizing the event.

Exporters who attend the conference will learn about government procurement practices and get industry perspectives on doing business in countries throughout the Americas. Speakers will address topics that include how the Internet is making government procurement more transparent and fair; the impact of free trade agreements; and opportunities for small business participation in government procurement.

Participants can also arrange one-on-one meetings with representatives of government agencies to get more information on possible business opportunities and advice on how best to pursue them.

Participants who register by September 23, 2005, will receive a discount (the fee will be US\$495 instead of US\$595).

For more information, go to www.fgpc.org.

Promote 2005 multi-sector trade fair in Cameroon

Yaounde, Cameroon, December 6-10 > Promote is said to be one of the most important multi-sector trade exhibitions in sub-Saharan francophone Africa. This third edition of Promote will provide exhibitors with the chance to advertise their skills in production, transformation and services—contacts at all levels will be encouraged.

Promote's previous 2002 edition attracted 750 exhibitors from Cameroon and 15 other countries, including France, Italy, China and Canada. The participation of Canadian companies left an excellent impression on participants—this year, more than 850 exhibitors are participating from Cameroon as well as 20 other countries, with about 80,000 visitors expected.

There is interest among a number of Canadian firms to exhibit at Promote 2005, including Alcan, HyRail and SNC Lavalin. Interested companies are encouraged to register individually with the organizers.

For more information, contact the Canadian High Commission in Cameroon, tel.: (011-237) 223-2311, e-mail: honore.mondomobe@international.gc.ca, Web site: www.promote2005.org.

TRADE EVENTS

Osaka, Japan

November 16-18, 2005

The **Hoterres & Foodex Kansai 2005** trade show is the largest international food show in Western Japan. The 2003 edition featured 331 international exhibitors and attracted nearly 47,000 professional visitors.

Contact: Canadian Consulate General in Osaka, tel.: (011-81-6) 6212-4910, e-mail: osaka-td@international.gc.ca.
Web site: www.jma.or.jp/hfk/en/index_e.html

Miami, Florida (U.S.)

November 19-20, 2005

The **Americas Food & Beverage Trade Show and Conference** will see over 7,500 buyers from 47 countries—US\$944 million in sales were reported at the 2004 show. As a gateway to the Americas, Miami serves as a leading food and beverage purchasing and distribution centre.

Contact: Margaret Cullen, Trade Commissioner, Canadian Consulate General in Miami, tel.: (305) 579-1600, e-mail: margaret.cullen@international.gc.ca.
Web site: www.americasfoodandbeverage.com

Tunis, Tunisia

November 30-December 3, 2005

AUTO+ is an international trade show for auto parts and accessories that will showcase the latest technologies, products, services and components for the automobile industry.

Contact: Lassaad M. Bourguiba, Trade Commissioner, Canadian Embassy in Tunisia, tel.: (011-216-71) 104-056, fax.: (011-216-71) 104-193, e-mail: lassaad.bourguiba@international.gc.ca.
Web site: www.infoexport.gc.ca/tn

Osaka, Japan

September 12-13, 2005

Participate in the **Global Venture Forum 2005-BIO**, a broad-spectrum, global business partnering event for high-tech companies in the biotechnology field. Costs for Canadian participants registering through the Canadian Consulate General will be kept to a minimum.

Contact: Canadian Consulate General in Osaka, tel.: (011-81-6) 6212-4910, e-mail: osaka-td@international.gc.ca.
Web site: www.gvf.ne.jp/e/index.html

Doha, Qatar

September 18-21, 2005

Project Qatar 2005 will feature construction and environmental technologies, building materials, equipment and tools and accessories. Landmark projects underway in Qatar are fuelling a boom in its construction industry, generating strong demand for a wide range of related products and services.

Contact: Raed Bishara, Canadian Embassy in Kuwait, tel.: (011-965) 256-3025, e-mail: kwai-td@international.gc.ca.
Web site: www.ifpqatar.com

Boston, Massachusetts (U.S.)

November 15-17, 2005

The **Build Boston** convention and trade show for design, building and management professionals is the largest regional convention of its kind in the U.S. In 2004, the trade show was a complete sell-out.

Contact: Canadian Consulate General in Boston, tel.: (617) 262-3760, e-mail: boston.commerce@international.gc.ca.
Web site: www.buildboston.com

Vilnius, Lithuania

September 7-9, 2005

Attend the **Baltic Textile + Leather** show, one of the largest shows in Central Europe for the textile and leather processing industries. Featured products will include textiles, clothing, footwear, equipment and raw materials.

Contact: Lithuanian Apparel and Textile Industry Association, e-mail: dalia@latia.lt.
Web site: www.latia.lt

Dubai, U.A.E.

December 11-14, 2005

Don't miss **Gulf Pack**, the Middle East's leading packaging trade event, featuring equipment and machinery for consumer goods, foods & beverages, pharmaceutical products, cosmetics, information technology and agriculture.

Contact: Venky Rao, Organizer's Representative, tel.: (905)-896-7815, e-mail: venkyrao@rogers.com.
Web site: www.gulfpack.info

Dubai, U.A.E.

December 11-14, 2005

Gulf Print is a premier print and publishing trade show, with exhibitors targeting a variety of print technology and equipment buyers from a diverse range of industries. Last year's Gulf Print attracted over 6,000 trade visitors from 77 countries and saw over \$21 million in sales during the course of the show.

Contact: Venky Rao, Organizer's Representative, tel.: (905)-896-7815, e-mail: venkyrao@rogers.com.
Web site: www.gulfprint.info

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Return requested if undeliverable:

CanadExport (BCS)

125 Sussex Drive

Ottawa, ON K1A 0G2

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